



# CONTRACT USER GUIDE



## How to Use the MED48 Pharmaceutical GPO Statewide Contract

Contract #: MED48	Contract Duration: 7/1/14 to 6/30/21
MMARS #: MED48*	Options to renew: Two of one year each
COMMBUYS PO #: PO-14-1080-OSD01-OSD10-00000001221	
Max End Date: 6/30/23	
Contract Manager: Peter Etzel 617-720-3397 <a href="mailto:peter.etzel@state.ma.us">peter.etzel@state.ma.us</a>	
This contract contains: Supplier Diversity Program (SDP)	

### Contract Summary

This contract covers a Group Purchasing Organization (GPO) agreement for Pharmaceuticals with Contractor Managed Healthcare Associates (MHA), whose GPO membership includes over 9,000 healthcare facilities such as hospitals and nursing homes.

GPO savings and efficiencies are realized by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors of health supplies such as pharmaceuticals, biologics, medical/surgical equipment, laboratory supplies, and capital equipment. GPO's actively negotiate contracts with manufacturers on behalf of their members, and/or provide their members access to the purchasing contracts of other GPO's. The GPO supports the Commonwealth by using their contracts to establish the acquisition prices for pharmaceuticals purchased from the Pharmaceutical Prime Vendor on SWC MED38 and successor contracts for Pharmaceuticals.

### Benefits and Cost Savings

- Aggregation of the purchasing volume of the GPO's membership when establishing acquisition prices
- Vendor has local, regional, and national experience
- The GPO supports Statewide Contract MED38 Pharmaceutical Prime Vendor and successor contracts.

### Who Can Use This Contract?

**Applicable Procurement Law:** MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

#### Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

## Pricing and Purchase Options

### Purchase Options:

No direct payments are made to the GPO for Pharmaceuticals. The GPO will provide the Medicare Part D Prescription Drug Plans (PDPs) that are available in Massachusetts that the State Office for Pharmacy Services may use in its role as a Medicare Part D provider at a small processing fee.

For purchaser job aids, click here: [COMMBUYS Purchasing Job Aids](#).

General Hint - One way to find this SWC is with "Advanced Search" entering the contract number (three letters two digits) in the "Description" field.

## Additional Information

**Geographic service and delivery areas** – The Contractor will be able to provide the requested service(s) throughout the Commonwealth.

### Group Purchasing Organization (GPO)

GPO savings are realized by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors of health supplies such as pharmaceuticals, biologics, medical/surgical equipment, laboratory supplies, and capital equipment. GPO's actively negotiate contracts with manufacturers on behalf of their members, and/or provide their members access to the purchasing contracts of other GPO's. MHA is not itself a vendor on this contract, but through MHA the Commonwealth can set prices.

## Where to Find Contract Information on COMMBUYS

To find in depth Master Blanket Purchase Order (MBPO) information: on the [COMMBUYS](#) login page click on the "Contract & Bid Search" link, click the Contracts/Blankets button, enter the contract number (three letters two digits) in the Contract/Blanket Description, (if you have logged in and searching, some users will see a box labelled "Header Major Status" – if so, use the dropdown menu to select "3PS-Sent"), then all users click the "Find It" button, to see the MBPO. If you see a "vCurrent" MBPO, it is historical information from the prior COMM-PASS system. Click the link you want to see. The Contract User Guide and RFR are posted with the MBPO.

## Strategic Sourcing Team Members

Name	Organization	Email Address
Edward Cavallari	State Office of Pharmacy	<a href="mailto:Edward.Cavallari@State.MA.US">Edward.Cavallari@State.MA.US</a>
David Pularo-Spazios	State Office of Pharmacy	<a href="mailto:David.Pularo-Spazioso@State.MA.US">David.Pularo-Spazioso@State.MA.US</a>
Donald Rogers	State Office of Pharmacy	<a href="mailto:donald.p.rogers@state.ma.us">donald.p.rogers@state.ma.us</a>

## Vendor List and Contract information

The sole available Contractor is listed below. Supplier involvement in any of the following programs will have the appropriate three to four letter code at the end of the vendor listing. Programs include Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), Supplier Diversity Program (SDP, Formerly AMP), Environmentally Preferable Products Program (EPP), and Prompt Pay Discount (PPD):

Group Purchasing Organization	Contact Name	Phone Numbers	Email	Program
Managed Healthcare Associates	Diana Wyonch	973-660-4496 Fax 855-569-6648	<a href="mailto:dwyonch@mhainc.com">dwyonch@mhainc.com</a>	SDP

Detailed vendor information is available on [COMMBUYS](#), click on the "Registered Vendor Search" link.

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